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Supplement to Monthly Survey of

LIFE INSURANCE SALES IN THE UNITED STATES AND CANADA

1982 CONTRIBUTORS

United States

Ordinary Companies or Departments

GROUP I

Aetna Life & Casualty
Allstate Life (Illinois)
Bankers Life (Iowa)
Connecticut General Life
Connecticut Mutual Life
Equitable Life of the United States
(includes Equitable Variable Life)
Franklin Life
John Hancock Mutual Life
(includes John Hancock Variable Life)
Massachusetts Mutual Life
Metropolitan Life
Mutual Benefit Life
Mutual Of New York
New England Life
New York Life
Northwestern Mutual Life
Penn Mutual
Prudential of America
State Farm Life
Transamerica Occidental Life
(includes Transamerica Assurance)
Travelers

GROUP II

American National Insurance
Continental (Illinois)
Crown Life (Canada)
Equitable Life of Iowa
Fidelity Union Life*
General American Life
Guardian Life of America
Home Life (New York)
IDS Life (Minnesota)
Jefferson Standard
Life of Virginia
Lincoln National Life
Manufacturers Life
National Life (Vermont)
Nationwide Life
Northwestern National Life
Phoenix Mutual Life
Provident Life and Accident
Provident Mutual Life of Philadelphia
Southern Farm Bureau Life
Southwestern Life
State Mutual Life of America
(includes SMA Life)
Sun Life of Canada
United of Omaha Life

GROUP III

Acacia Group
American-Amicable Life
American Family Life (Wisconsin)
American General Life (Texas)
American General Life of Delaware
(Western)
American United Life
Bankers Life and Casualty (Illinois)
Bankers Life Nebraska
Business Men's Assurance
Cal-Western Life
Central Life (Iowa)
Columbus Mutual Life
Country Life
Fidelity Mutual Life
Great Southern Life
Great-West Life
The Hartford
Indianapolis Life
Kansas City Life
Liberty Life (South Carolina)
Lutheran Mutual Life
Manhattan Life #
Minnesota Mutual Life
North American Life (Canada)
Ohio National Life
Pacific Mutual Life*
Paul Revere Life
Security-Connecticut Life
Union Central Life
Western Life (Minnesota)

GROUP IV

American Mutual Life
Anchor National Life
Berkshire Life
Canada Life Companies
Colonial Life of America
Confederation Life
Continental American Life*
Farm Bureau Life (Iowa)*
Federal Home Life*
Guarantee Mutual Life (Nebraska)
Investors Guaranty Life
Jefferson National Life
Lafayette Life
Midland Mutual Life
Midland National Life
Monarch Life (Massachusetts)
Mutual Security Life
Mutual Trust Life
North American Life and Casualty
Pan-American Life
Protective Life*
Reserve Life
Security Mutual Life of New York
Sentry Life (Wisconsin)
Southland Life
Standard (Oregon)#
State Farm Life and Accident
Union Mutual Life
Volunteer State Life

GROUP V

American Life of New York
Commercial Union Life of America
E. F. Hutton Life
Farmers and Traders Life
Federated Guaranty Life
First Pyramid Life of America*
Government Personnel Mutual Life
Great American Reserve*
Kansas Farm Life
Lamar Life
Midwestern United
Mutual Service Life
National Guardian Life
National Reserve Life
Occidental Life of North Carolina*
Provident Life
Security Mutual Life (Nebraska)
Shelter Life
Shenandoah Life*
Southern Life
West Coast Life
Western Farm Bureau Life
Western States Life

GROUP VI

American General Life of Oklahoma
Argus Life
Assumption Mutual Life
Benefit Trust Life
Boston Mutual Life
Commonwealth Life
Cotton States Life and Health
Dominion Life
Durham Life
Employers Life of Wausau
Florida Farm Bureau Life
Harleysville Life
INA Standard Life
Life of Cincinnati
Lincoln Mutual Life
North Central Life
Old Faithful Life
Pioneer Mutual Life
Rural Security Life*
St. Paul Life
Springfield Life
State Reserve Life
Tennessee Farmers Life
Union Life*

Home Service Companies or Departments

GROUP VII

John Hancock Mutual Life
Prudential Life of America

GROUP VIII

American National Insurance
Liberty National Life
National Life and Accident
Western-Southern Life

GROUP IX

American General Life of Delaware
(Eastern)
American General Life of Oklahoma
Boston Mutual Life
Commonwealth Life
Commonwealth Life and Accident
Durham Life
Home Beneficial Life
Home Security Life (North Carolina)
Independent Life and Accident*
Liberty Life (South Carolina)
Life and Casualty
Life of Georgia
Lincoln Income Life*
Monumental Life #
North Carolina Mutual Life
Peoples Life (D.C.)
Southern Life
Southland Life
Southwestern General Life**
Sun Life of America**
United Family Life
United of America
Washington National*

Canada

GROUP I

Canada Life
Confederation Life
Crown Life
Great-West Life
Imperial Life of Canada
Industrial Life (Canada)*
La Laurentienne
London Life
Manufacturers Life
Metropolitan Life
Mutual Life of Canada
North American Life (Canada)
Prudential (England)
Prudential of America
Sun Life of Canada
Transamerica Occidental Life
(includes Occidental Life of Canada)

GROUP II

Aetna Life & Casualty
Alliance Mutuelle
L'Assurance-Vie Desjardins
Commercial Union (Canada)
Co-Operators Life*
Dominion Life
Equitable Life of Canada
Excelsior Life
Monarch Life (Canada)
National Life of Canada
New York Life
Northern Life of Canada
Royal (Canada)
La Sauvegarde
Zurich Life of Canada

GROUP III

Aeterna-Vie
Allstate Life of Canada
Assumption Mutual Life
Fidelity Life (Canada)
Financial Life of Canada
MONY Life of Canada
Norwich Union Life
Paul Revere Life
Pioneer Life (Canada)*
State Farm Life
Travelers #
Travelers Life of Canada
L'Union-Vie

*Company does not contribute premium data
**Company contributes industrial data only
#Company contributes group data only

Supplement to January 1982 Survey

The total industry sales results published monthly are extremely accurate estimates based on a sample of LIMRA members that are representative of actual industry experience. As a means of corroborating the estimates and also to provide a basis for accurately estimating future sales, actual yearly sales figures are compiled for all the companies in the entire industry as soon as they can be obtained. This supplement, containing the total 1979 sales of all companies in the industry, is published to provide an accurate historical record of actual results for research or other analytical purposes.

1980 FINAL INDUSTRY SALES

UNITED STATES

ORDINARY
INCLUDING MASS-MARKETED ORDINARY

	(IN THOUSANDS)		(IN MILLIONS)	
	Volume	**Number of Policies**	**Group**	**Industrial**
January	$ 26,122,100	1,039	$ 14,144	$ 325
February	27,932,271	1,165	11,646	333
March	31,636,008	1,293	15,895	421
April	32,825,153	1,262	10,766	378
May	31,966,607	1,228	10,348	335
June	32,411,913	1,250	15,864	283
July	31,549,357	1,203	13,021	281
August	30,390,903	1,194	16,090	300
September	31,801,316	1,238	15,220	293
October	35,453,504	1,343	12,689	268
November	31,974,374	1,196	13,063	210
December	41,506,872	1,339	34,672	182
Total	$385,575,378	14,750	$183,418	$3,609

CANADA

ORDINARY
INCLUDES INDUSTRIAL PRODUCTION

	(IN THOUSANDS)		(IN THOUSANDS)
	Volume	**Number of Policies**	**Group**
January	$ 2,490,302	67,981	$ 1,191,877
February	2,889,554	87,014	1,456,317
March	3,239,028	91,054	2,119,832
April	3,201,492	92,455	1,825,881
May	3,145,706	89,933	915,628
June	3,340,065	94,686	2,467,594
July	3,085,361	87,313	1,813,542
August	2,699,645	72,407	2,163,827
September	2,967,783	83,978	2,313,740
October	3,662,887	105,170	1,567,563
November	3,764,656	102,845	1,388,596
December	3,975,242	91,856	3,613,466
Total	$38,461,721	1,066,692	$22,837,863

FINAL 1980 UNITED STATES ORDINARY SALES

(IN THOUSANDS)
INCLUDING MASS-MARKETED ORDINARY SALES

	January	February	March	April	May	June	July	August	September	October	November	December	Year Total
Alabama	$ 484,998	$ 500,454	$ 597,753	$ 601,253	$ 594,250	$ 565,713	$ 568,679	$ 565,365	$ 622,650	$ 624,321	$ 586,945	$ 701,845	$ 7,014,226
Alaska	45,324	41,500	51,711	66,762	54,795	69,923	63,312	51,207	69,938	78,074	61,974	88,731	743,251
Arizona	328,973	338,148	383,553	404,926	377,253	425,493	407,852	402,639	424,393	443,146	385,358	530,163	4,851,897
Arkansas	195,100	220,571	264,022	264,219	250,602	232,960	246,052	246,017	260,479	287,001	269,868	307,980	3,044,871
California	3,090,293	3,108,481	3,439,885	3,858,790	3,743,932	3,944,493	3,706,323	3,388,403	3,745,143	3,992,654	3,744,623	4,987,407	44,750,427
Colorado	432,110	461,498	526,163	539,725	581,548	566,657	526,860	575,092	562,960	661,247	571,834	806,909	6,812,603
Connecticut	398,250	439,774	468,917	487,773	464,982	496,813	499,793	449,093	477,827	524,521	489,834	642,520	5,840,097
Delaware	66,167	75,946	121,763	80,961	87,411	97,027	87,083	82,679	87,806	93,955	98,544	128,751	1,108,093
D. of C.	104,286	96,200	100,209	113,199	122,105	126,650	107,328	99,155	108,613	120,147	107,709	129,417	1,335,018
Florida	1,144,885	1,214,638	1,423,705	1,456,071	1,482,130	1,486,400	1,502,943	1,408,712	1,502,842	1,651,392	1,507,571	2,106,959	17,888,248
Georgia	771,036	810,641	989,843	973,212	932,995	899,767	866,721	905,506	964,899	1,039,289	918,857	1,175,394	11,248,162
Hawaii	152,909	148,715	185,645	171,176	164,793	181,782	175,175	153,199	170,211	190,819	165,604	224,190	2,084,218
Idaho	117,673	121,587	140,530	147,620	165,452	147,134	141,694	126,893	121,739	139,060	131,362	179,254	1,679,998
Illinois	1,399,478	1,457,397	1,678,471	1,702,256	1,628,163	1,630,827	1,560,876	1,448,604	1,556,598	1,763,157	1,551,925	2,095,117	19,472,869
Indiana	584,063	637,146	696,194	722,026	693,958	680,929	700,740	676,061	721,624	821,911	705,328	872,860	8,512,840
Iowa	367,577	393,319	451,617	457,358	410,577	403,003	420,649	417,331	409,513	484,087	395,943	537,556	5,148,530
Kansas	314,488	304,693	363,227	389,342	373,015	372,352	357,604	348,863	389,886	421,568	367,161	483,347	4,485,546
Kentucky	333,798	357,422	424,424	439,289	418,868	384,959	412,574	359,620	377,786	431,537	372,957	450,197	4,763,431
Louisiana	536,853	620,210	749,738	802,965	704,557	718,626	760,628	701,986	768,364	846,218	733,512	944,518	8,888,175
Maine	93,349	105,360	122,274	123,446	115,588	115,346	107,077	99,378	108,478	111,209	105,128	135,882	1,342,515
Maryland	458,271	509,031	582,542	592,458	581,088	589,764	574,532	580,459	563,449	680,022	611,075	745,023	7,067,714
Massachusetts	644,596	574,084	650,094	669,980	644,510	668,222	706,424	621,626	618,838	727,675	804,378	956,180	8,286,607
Michigan	783,133	869,591	918,310	926,040	925,835	897,802	912,696	815,975	863,069	1,005,958	929,458	1,196,122	11,043,989
Minnesota	487,952	506,502	545,787	573,791	538,307	554,538	598,845	544,801	533,263	588,515	546,070	738,399	6,756,770
Mississippi	227,264	264,611	303,516	311,641	288,231	278,341	281,960	316,881	332,587	342,469	291,569	425,020	3,664,090
Missouri	507,643	556,489	632,162	649,385	612,825	624,986	605,611	628,691	625,098	741,253	635,106	821,589	7,640,838
Montana	107,171	101,923	107,450	111,350	105,462	103,385	96,864	97,782	104,527	120,278	104,742	141,026	1,301,960
Nebraska	239,037	270,534	277,613	296,255	268,072	281,112	254,139	274,863	269,897	278,778	256,721	342,328	3,309,349
Nevada	71,066	85,734	125,952	99,010	96,508	119,578	121,235	122,078	116,457	123,387	94,401	146,134	1,321,540
New Hampshire	103,320	104,472	119,877	133,106	132,182	129,348	128,719	114,947	125,837	147,315	124,345	158,815	1,522,283
New Jersey	849,596	954,633	1,051,488	1,095,110	1,082,316	1,069,641	1,065,143	1,007,594	1,035,526	1,159,708	1,088,184	1,393,762	12,852,701
New Mexico	157,935	160,617	183,287	176,771	168,905	176,322	180,439	153,304	164,269	181,200	177,993	231,028	2,112,070
New York	1,659,680	1,809,236	2,018,950	2,124,132	2,107,480	2,249,771	2,112,827	1,939,679	1,940,257	2,287,819	2,190,029	2,512,016	24,951,876
North Carolina	668,740	693,895	810,068	792,940	765,979	790,699	760,615	765,291	830,440	904,202	775,513	925,979	9,484,361
North Dakota	98,600	109,756	131,520	140,664	116,305	128,345	115,173	93,598	128,408	122,415	105,416	156,299	1,446,499
Ohio	1,224,680	1,374,696	1,517,773	1,557,207	1,461,699	1,405,449	1,385,368	1,310,347	1,369,756	1,535,256	1,361,772	1,683,816	17,187,819
Oklahoma	396,717	432,008	474,906	478,596	512,069	490,491	484,089	545,351	480,120	586,682	525,478	769,877	6,176,384
Oregon	246,152	286,455	332,614	348,283	344,150	388,676	305,761	312,597	321,201	324,594	304,457	417,113	3,932,053
Pennsylvania	1,067,450	1,254,473	1,393,859	1,405,618	1,384,281	1,400,647	1,347,570	1,403,102	1,430,430	1,581,156	1,389,115	1,702,247	16,760,648
Rhode Island	112,800	118,419	131,985	150,540	141,883	158,693	137,903	124,824	132,746	153,988	142,736	186,319	1,692,836
South Carolina	336,127	383,908	471,101	456,231	437,526	454,959	422,377	449,978	505,943	502,049	439,748	596,094	5,456,041
South Dakota	98,003	109,779	106,581	119,917	110,073	105,720	104,645	94,484	99,154	118,099	110,676	154,357	1,331,488
Tennessee	552,794	585,046	648,557	620,897	621,029	642,932	660,652	642,466	676,555	788,552	608,873	814,909	7,863,262
Texas	2,044,215	2,217,922	2,473,638	2,583,624	2,619,579	2,622,530	2,512,579	2,503,489	2,609,762	2,979,713	2,607,679	3,587,576	31,362,306
Utah	212,415	204,754	253,646	270,751	295,337	261,217	286,471	268,945	286,132	273,245	263,398	349,444	3,225,755
Vermont	46,001	50,882	59,396	59,981	58,936	52,104	53,752	48,450	52,917	75,436	63,264	71,863	692,982
Virginia	641,336	659,442	758,547	801,820	797,392	843,999	777,397	787,551	806,690	909,040	803,602	990,844	9,577,660
Washington	419,901	477,540	561,374	615,437	553,321	602,763	536,720	513,107	502,417	577,391	539,968	716,537	6,616,476
West Virginia	137,222	155,505	181,504	175,117	179,161	175,350	159,995	175,799	193,418	216,336	181,076	211,931	2,142,414
Wisconsin	499,571	521,884	549,328	600,616	580,735	523,999	565,483	570,911	557,441	614,113	553,265	747,215	6,884,561
Wyoming	61,102	74,750	82,939	85,516	68,457	73,676	73,410	56,128	72,963	86,547	72,230	87,313	895,031
U.S. Total	$26,122,100	$27,932,271	$31,636,008	$32,825,153	$31,966,607	$32,411,913	$31,549,357	$30,390,903	$31,801,316	$35,458,504	$31,974,374	$41,506,872	$385,575,378

FINAL 1980 CANADIAN ORDINARY SALES

(IN THOUSANDS)

INCLUDES INDUSTRIAL PRODUCTION

	January	February	March	April	May	June	July	August	September	October	November	December	Year Total
Alberta	$ 293,870	$ 343,563	$ 378,125	$ 371,031	$ 369,905	$ 408,727	$ 383,663	$ 321,222	$ 346,592	$ 447,193	$ 438,251	$ 546,475	$ 4,648,617
British Columbia	309,850	330,010	378,306	366,440	348,797	397,509	343,867	322,093	353,680	416,260	434,694	524,001	4,525,507
Manitoba	97,936	106,368	113,406	120,662	111,111	143,189	118,015	100,517	105,757	137,658	123,853	139,869	1,418,341
New Brunswick	50,362	60,413	70,364	74,735	67,823	67,895	63,319	51,143	60,250	76,559	77,823	77,598	798,284
Newfoundland	20,797	26,658	27,999	27,557	37,014	32,785	32,654	25,890	26,230	39,207	40,407	41,228	378,426
Nova Scotia	51,901	68,237	70,262	72,189	65,586	78,531	71,173	55,397	64,886	87,811	82,338	73,585	841,896
Ontario	835,847	950,225	1,081,072	1,073,397	1,059,993	1,103,415	1,045,678	886,658	956,051	1,214,993	1,231,473	1,336,427	12,775,229
Prince Edward Island	8,090	9,026	13,502	10,130	8,778	10,476	9,953	6,421	7,398	12,275	11,929	11,003	118,981
Quebec	738,346	905,448	1,005,592	992,852	983,449	999,195	927,177	841,188	961,688	1,121,482	1,219,823	1,108,750	11,804,990
Saskatchewan	79,437	86,113	96,548	90,286	88,201	93,564	86,238	86,450	83,397	108,046	101,713	114,118	1,114,111
Territories	3,866	3,493	3,852	2,213	5,049	4,779	3,624	2,666	1,854	1,403	2,352	2,188	37,339
Canada Total	$2,490,302	$2,889,554	$3,239,028	$3,201,492	$3,145,706	$3,340,065	$3,085,361	$2,699,645	$2,967,783	$3,662,887	$3,764,656	$3,975,242	$38,461,721

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